

# MANUFACTURING EXTENSION PARTNERSHIP

## Success Stories from the Field

### Milbank Manufacturing Co.

#### Arkansas Manufacturing Solutions

#### Lean and Clean for Success at Milbank Manufacturing Company

##### Client Profile:

Milbank Manufacturing Company was established in 1927 to manufacture high voltage switches, changing in 1941 to the manufacture of electrical and meter sockets. Through a national network of manufacturer's representatives, the company provides wholesale electrical distributors with electrical products for the utility, contractor, industrial and OEM markets. Milbank employs 140 people at its facility in El Dorado, Arkansas.

##### Situation:

Milbank has been very successful in applying Lean manufacturing philosophy and methodology in its continuous improvement effort. It has realized significant improvement over the years on its manufacturing operations. In the spirit of continuous improvement and responsible corporate citizenship, Milbank has made an effort to be environmentally responsible and green conscious but has not had a method to integrate the Lean and Clean efforts. The company contacted Arkansas Manufacturing Solutions (AMS), a NIST MEP network affiliate, for help.

##### Solution:

Milbank hosted a Green Supplier Network (GSN) review event with the goal of integrating the environmental efforts with the Lean continuous improvement efforts. GSN is an innovative industry-government partnership that links the combined resources of multiple aerospace original equipment manufacturers to the Environmental Protection Agency (EPA) and the Manufacturing Extension Partnership. The Lean and Clean team from AMS, Scotty McKnight, Environmental, Energy, Health and Safety Project Manager, and Tom Mann, Lean Project Manager along with Audree Miller, Pollution Prevention Coordinator with the Arkansas Department of Environmental Quality facilitated the GSN review event with the Milbank team. The goal of the project was to provide training and identify ways to reduce waste in both the Lean and Clean programs. By expanding the traditional definition of Lean to one that included environmental wastes opened up significant business improvement opportunities, further strengthened the ongoing Lean programs, and provided a method to improve Milbank's environmental performance. As a result of the GSN event, Milbank identified several opportunities to become more environmentally-friendly and reduce costs.

##### Results:

\* Anticipated cost savings of \$35,000.

##### Testimonial:

"The partnering with AMS to provide Lean and Clean training and evaluation has opened our eyes with several potential environmentally friendly projects. These will also have positive impacts on the company bottom-line."

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Tom Galbraith , Plant Manager